



# “Handling radon properly may enhance the real estate sale - rather than being a deal killer.”

— *Ralph Holmen, Associate General Counsel,  
National Association of Realtors® (NAR)*

To handle radon in order to facilitate the real estate sale, Mr. Holmen offered the following advice during his presentation at a Conference for Radon Professionals, sponsored by the Illinois Association of Realtors, the University of Illinois at Chicago School of Public Health, and the Illinois Radon Program.

**Rely on experts** licensed by the IEMA-Division of Nuclear Safety, Radon program to perform radon measurements and mitigations. Don't cast yourself as a radon expert (unless you are one). Don't tell clients, "Radon isn't a problem in this area."

**EQUIP yourself** with information about radon and distribute it.

**DEVELOP office policies** regarding informing clients about radon and follow these.

**BEWARE of Interference** – it's illegal in Illinois to interfere with radon measurements and mitigations. Don't dictate test or mitigation strategies. Don't contradict a radon professional licensee's instructions regarding testing or mitigation.

**PROTECT yourself and your client, AVOID FRAUD.**

Failure to disclose high levels of radon to the buyer is common law fraud.

**KNOW the basic truths about radon.**

**Illinois Policy on Radon:**

**Radon is the second leading cause of lung cancer, the leading cause among non-smokers.**

**Radon testing is strongly recommended throughout Illinois.**

**Radon mitigation is recommended if the radon level is 4.0 picocuries per liter (pCi/L) of air or more.**



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